

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT				1. Contract ID Code Cost-Plus-Fixed-Fee		Page 1 Of 9	
2. Amendment/Modification No. 0005		3. Effective Date 2007OCT25		4. Requisition/Purchase Req No. SEE SCHEDULE		5. Project No. (If applicable)	
6. Issued By U.S. ARMY TACOM LCMC AMSTA-AQ-ASGA JOSEPH H. SMITH (586)574-6987 WARREN, MICHIGAN 48397-5000 HTTP://CONTRACTING.TACOM.ARMY.MIL EMAIL: JOSEPH.HALE.SMITH@US.ARMY.MIL		Code W56HZV		7. Administered By (If other than Item 6)		Code	
				SCD PAS ADP PT			
8. Name And Address Of Contractor (No., Street, City, County, State and Zip Code)				<input checked="" type="checkbox"/>		9A. Amendment Of Solicitation No. W56HZV-07-R-0671	
				<input type="checkbox"/>		9B. Dated (See Item 11) 2007AUG03	
				<input type="checkbox"/>		10A. Modification Of Contract/Order No.	
				<input type="checkbox"/>		10B. Dated (See Item 13)	
Code		Facility Code					
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS							
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in item 14. The hour and date specified for receipt of Offers <input type="checkbox"/> is extended, <input checked="" type="checkbox"/> is not extended. Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended by one of the following methods: (a) By completing items 8 and 15, and returning <u>2 signed</u> copies of the amendments: (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.							
12. Accounting And Appropriation Data (If required)							
13. THIS ITEM ONLY APPLIES TO MODIFICATIONS OF CONTRACTS/ORDERS It Modifies The Contract/Order No. As Described In Item 14.							
<input type="checkbox"/> A. This Change Order is Issued Pursuant To: The Changes Set Forth In Item 14 Are Made In The Contract/Order No. In Item 10A.							
<input type="checkbox"/> B. The Above Numbered Contract/Order Is Modified To Reflect The Administrative Changes (such as changes in paying office, appropriation data, etc.) Set Forth In Item 14, Pursuant To The Authority of FAR 43.103(b).							
<input type="checkbox"/> C. This Supplemental Agreement Is Entered Into Pursuant To Authority Of:							
<input type="checkbox"/> D. Other (Specify type of modification and authority)							
E. IMPORTANT: Contractor <input type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return _____ copies to the Issuing Office.							
14. Description Of Amendment/Modification (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)							
SEE SECOND PAGE FOR DESCRIPTION							
<p>Except as provided herein, all terms and conditions of the document referenced in item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.</p>							
15A. Name And Title Of Signer (Type or print)				16A. Name And Title Of Contracting Officer (Type or print)			
15B. Contractor/Offeror		15C. Date Signed		16B. United States Of America		16C. Date Signed	
(Signature of person authorized to sign)				By (Signature of Contracting Officer)			
NSN 7540-01-152-8070 PREVIOUS EDITIONS UNUSABLE				30-105-02		STANDARD FORM 30 (REV. 10-83) Prescribed by GSA FAR (48 CFR) 53.243	

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SECTION A - SUPPLEMENTAL INFORMATION

A. This Amendment 0005 incorporates the following changes under Solicitation W56HZV-07-R-0671 in order to clarify Section L and to make it consistent with the evaluation criteria in Section M of the RFP:

1. To clarify paragraph L.2.1.1, it is changed as follows:

Delete the first three (3) sentences of paragraph L.2.1.1 and replace them with the following:

As described in L.2.1.2, below, the offeror shall identify their and their proposed subcontractor(s)' contract experience related to Robotics. Contracts submitted as past experience may be of any dollar value. However, with regard to your proposed subcontractors, the offeror shall only include experience for proposed subcontractors expected to perform \$500,000 or more of effort on this contract, throughout the life of this contract. The offeror shall identify and describe contract experience of up to three (3) contracts for the items shown under each Scope of Work (SOW) contract paragraph (C.3.2.1; C.3.2.6; C.3.2.7, and C.3.3.1), as listed below, and complete the Experience Matrix, Attachment 0002, to this RFP.

2. For clarification, resulting from the Attachment 0002 being added to the solicitation, change paragraph L.2.1.2 as follows:

Add the following phrase to the beginning of the first sentence: "In addition to providing the Experience Matrix, Attachment 0002, the" offeror shall

B. Due to the above changes, a proposal modification, as defined in FAR 15.001, is hereby requested. The date and time for offerors to submit a proposal modification electronically by CD is set at 3:00 PM, EST, on 8 Nov 2007.

C. A copy of Section L with the above changes incorporated into it, is attached hereto.

D. The information contained in this Amendment 0005 does not constitute the opening of discussions. Section M remains unchanged. You are reminded to include in your submittal a filled-in Matrix (ref: Attachment 0002) and copies of Scopes of Work of the contracts identified with recent and relevant experience, as required by paragraph L.2.1.2.(g).

E. Except as provided herein, all terms and conditions of solicitation W56HZV-07-R-0671 remain unchanged and in full force and effect.

*** END OF NARRATIVE A0006 ***

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Name of Offeror or Contractor:

SECTION L - INSTRUCTIONS, CONDITIONS, AND NOTICES TO OFFERORS

SECTION L

INSTRUCTIONS, CONDITIONS AND NOTICES TO OFFERORS

L.1 Proposal Instructions and Content: The proposal, subject to the late proposals and revisions section of FAR 52.215-1, Alt II, "Instructions to Offerors - Competitive Acquisition (Jan 2004) shall be submitted in the format and quantities set forth below. The offeror's proposal/offer, as required by this Section L, shall be evaluated as set forth in Section M of this solicitation. Section M sets forth the evaluation guidance pertaining to the Areas. The "Areas" include Technical, Cost and Small Business Participation (SBP). Where information in a proposal would duplicate a response already given, it should be referenced and not be restated. In addition to the general requirements of the solicitation provision FAR 52.215-1, Alt II, your proposal submitted in response to this solicitation must contain all pertinent representations, certifications, and the additional information required for evaluation of the proposal. The primary purpose of this RFP is to acquire support and services for the Intelligent Ground Systems Robotics (IGS) Research and Development. Failure to conform to the requirements stated herein or exceptions taken to the terms and conditions of the Request for Proposal (RFP) may form the basis for rejection of the offer. Accordingly, offerors are encouraged to contact the Contracting Office via email at joseph.hale.smith@us.army.mil in order to request an explanation of any aspect of these instructions.

L.1.1 Proposals shall be submitted in the English language and shall be submitted in four separate volumes for Government review. Notwithstanding the format instructions at TACOM clause 52.215-4850 in Section L, use the following electronic medium (CDs) for submission of your proposal. As used herein, the term "volume" includes various types of information media, such as CD-ROM as specified in this solicitation. Where there is any conflict or variance between these instructions and the instructions at clause 52.215-4850, the information here will take precedence. The volumes/electronic proposals shall be clearly labeled as:

VOLUME NO.	CONTENTS	NO. OF COPIES
Volume I	Technical Area Proposal	4 Electronic copies (4 CDs)
Volume II	Cost Area Proposal	4 Electronic copies (4 CDs)
Volume III	SBP Area Proposal	4 Electronic copies (4 CDs)
Volume IV	Certification/Representations	1 Electronic copies (1 CD)

L.1.2 Volumes I, II, III, and IV will be submitted in electronic format (CDs). Reference TACOM clause 52.215-4850, in Section L, for specific instructions.

L.1.2.1 Volume I, Technical Volume: The offeror shall provide four (4) identical sets of CD-ROMs. File format must be Microsoft Word or a file format acceptable to the Contracting Officer.

L.1.2.2 Volume II, Cost Volume: The offeror shall submit four (4) identical sets of CD-ROMs of all cost tables in Microsoft Excel or Excel-readable spreadsheet format. The contractor shall also submit a copy of the cost volume to the offeror's cognizant Defense Contract Audit Agency (DCAA) office, in CD-ROM format. The offeror shall include the name, address, email address, and phone number for their cognizant DCAA representative as part of their cost volume.

L.1.2.3 Volume III, SBP Volume: The offeror shall provide four (4) identical CD ROMs. File format must be Microsoft Word or a file format acceptable to the Contracting Officer.

L.1.2.4 Volume IV, Certification/Representations: The offeror shall provide the items set forth in L.5 including a scanned image of a signed copy of the SF33 cover page, a copy of completed fill-ins for Sections B and K and any exceptions to the terms and conditions of the RFP.

L.1.3 Conduct of Discussions: This RFP includes FAR Provision 52.215-1, Alt II, Instructions to Offerors - Competitive Acquisition, which advises that the Government intends to evaluate and award a contract without discussions with offerors. (Clarifications as described in FAR 15.306(a) are allowed.) Therefore, the offerors initial proposal should contain the offerors best terms from a cost or price and technical standpoint. The Government reserves the right to conduct discussions if the Contracting Officer later determines them to be necessary.

L.2 Technical Area

L.2.1 Element 1: Experience

L.2.1.1 ** As described in L.2.1.2, below, the offeror shall identify their and their proposed subcontractor(s)' contract experience related to Robotics. Contracts submitted as past experience may be of any dollar value. However, with regard to your proposed subcontractors, the offeror shall only include experience for proposed subcontractors expected to perform \$500,000 or more of effort on this contract, throughout the life of this contract. The offeror shall identify and describe contract experience of up to three (3) contracts for the items shown under each Scope of Work (SOW) contract paragraph (C.3.2.1; C.3.2.6; C.3.2.7, and C.3.3.1), as listed

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below, and complete in the Experience Matrix, Attachment 0002, to this RFP. Specifically, the offeror shall identify its and its subcontractors relevant experience, background and knowledge of Robotics performed within 3 years of the date of issuance of this RFP, with respect to the following scope of work paragraphs but only related to the items shown under each SOW paragraphs:

- a. Paragraph C.3.2.1 Indirect vision driving & teleoperation
 - i. 360 degree sensors in the horizontal and vertical plane
 - ii. Embedded processing of multisensor feedback to enable single operator situational awareness
 - iii. Single operator multirobot control
 - iv. Operator interfaces that enable complex robot actions through simple operator commands
- b. Paragraph C.3.2.6 Payload integration & standardization
 - i. Payload Integration relating to design activity upgrades and/or system reconfiguration in regards to sensing and/or mission capabilities. An example is plug and play capability.
 - ii. "Standardization of Robotics Systems to commonly used U.S. Government recognized Specifications and or Standards, such as, Joint Architecture Unmanned Systems (JAUS) and EEE802; EEE1394; EIA485; EIA422; MIL-STD-188 series; MIL-STD- 1332B; MIL-STD-461E; MIL-STD-1275D and MIL-STD-704F.
- c. Paragraph C.3.2.7 Autonomous operations
 - i. Obstacle detection and avoidance
 - ii. Leader follower
 - iii. Road following
 - iv. Pedestrian detection
 - v. Anti-tampering/Threat Detection
- d. Paragraph C.3.3.1 Modification or adaptation of commercial robotic technologies or products to meet military capability requirements

** Changed by Solicitation Amendment 0005

L.2.1.2 ** In addition to providing the Experience Matrix, Attachment 0002, the offeror shall provide a listing of contracts reflecting the recent/relevant experience specified in L.2.1.1, and for each contract listed, the following information:

- (a) Contract Number
- (b) Contract type
- (c) Government or commercial contracting activity address, telephone number, and E-mail address
- (d) Procuring Contracting Officer's (PCO's) or the contract representative for the commercial contracting activity's name, telephone number and E-mail address
- (e) Government or commercial contracting activity technical representative, or COR, telephone number and E-mail address
- (f) Government or commercial contracting activity, and the name and telephone number of the Administrative Contracting Officer
- (g) Provide (1) a copy of the scope of work requirements; and (2) a discussion of similarities between the historical contract scope and the scope of this RFP.

** Changed by Solicitation Amendment 0005

L.2.1.3 Key Personnel Experience. If you have limited or no relevant experience regarding some or all of the above, but have key personnel who will be playing a significant role in this effort who do have relevant experience, we may consider this experience in our evaluation. In order for us to consider such experience, please identify these personnel and describe their relevant roles and responsibilities for their previous employer, and their roles and responsibilities as planned for the current requirement. Also provide, on up to three (3) contracts, the information specified in L.2.1.2 for those contracts that these key personnel were involved in with those previous employers.

L.2.2 Element 2: Personnel

L.2.2.1 Assumptions for Proposal Preparation and Evaluation Purposes. The offeror shall structure its Personnel Element proposal, in the Technical area, based on the following assumptions of personnel capability required to accomplish projected future work:

- a. The level of effort for the contract is 3,120 man-hours for the basic effort and an Option of 2,880 man-hours for the first year (Base Year) and four (4) additional options of 6,000 man-hours per year, totaling 30,000 man-hours for the contract. For proposal preparation and evaluation purposes, and based on projected future workload, the Government projects that it needs for the base year and each of the four (4) option years will necessitate personnel capability substantially as follows:

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LABOR CATEGORIES	TOTAL Man-Hours
Senior Engineer-	1,630
General Engineer	660
Software Engineer	840
Mechanical Engineer	740
Computer Engineer	620
Electrical Engineer	380
Manufacturing Systems Engineer	80
Program Manager	370
<u>Technician</u>	<u>680</u>
Total	6,000

b. The offeror shall propose the same labor skill mix and corresponding number of hours for the base year and each of the four option years.

c. The offeror shall assume that the estimated 6,000 hours in each year, as well as the Labor Categories hours, will be evenly spread across the 12 months of each of the base year and 4 option years periods.

L.2.2.2 Proposed Personnel Skill Mix. Based upon the above assumptions, the offeror shall complete the spreadsheet at Attachment 001 to identify its proposed (a) Labor Categories, and (b) hours per Labor Category. For trackability purposes back to the offeror's Cost Area proposal, the offeror shall also designate, on the Attachment 001 spreadsheet and for all 6,000 hours (by Labor Category), the extent to which hours will be performed by the Prime offeror and/or by individually identified subcontractors.

L.3 Cost Area

L.3.1 The offeror's Cost Volume shall include (non-certified) cost data in sufficient detail for the Government to evaluate the estimated costs per the applicable criteria in Section M. After proposal submission, the Government reserves the right to request more detailed cost information if necessary.

L.3.2 Cost and all elements of cost are to be stated in United States (U.S.) dollars only, for both the prime Contractor and any potential subcontractors. The offeror shall state the exchange rate (if applicable) being used to convert any currency to U.S. dollars.

L.3.3 Cost Area Proposal Preparation Baseline. For the purposes of proposal preparation and contract formation, the Cost Area Volume shall be developed considering the following:

L.3.3.1 For proposal and evaluation purposes, the offeror will assume their Direct Material proposed is in the amount of \$300,000.00 for each year of effort.

L.3.3.2 For proposal and evaluation purposes, the offeror will assume travel to two (2) TARDEC sponsored robotics research events each year to provide administrative support and serve as a catalyst for information exchange between participating organizations. The offeror should assume travel to one west coast site and one east coast site and two travelers for two days for each event.

The offeror will also assume twice yearly travel by two (2) travelers for two (2) days to US ARMY TACOM, Warren, MI to attend Work Directive and/or Program Reviews.

L.3.4 File format must be Microsoft Excel 2002 or newer or a file format acceptable to the Contracting Officer. Submitted spreadsheet files shall contain all formulas, computations, or equations used to compute the proposed amounts. Print image files or files containing only values are not acceptable.

L.3.5 The offeror's cost volume shall also identify: (a) any judgmental characteristics applied and the mathematical or other methods used in the estimate and (b) the nature and amount of any contingencies or adjustments included in the proposed cost amounts.

L.3.6 The cost proposal shall be in sufficient detail to enable the Government to evaluate the offeror's proposal for Cost Realism (See M.4.2.1.a). The offeror shall show complete development of the elements of the cost proposal. Sufficient detail must be present to allow verification of the costs. These instructions are not intended to be restrictive or all-inclusive. Offerors are encouraged to submit any other cost and financial information considered helpful in the evaluation of their cost proposal.

L.3.7 Assumptions for Cost Proposal Preparation and Evaluation Purposes: The offeror shall structure its Cost Area proposal based on the following assumptions of personnel capability required to accomplish projected future work:

a. The Direct Labor hours for the basic effort is 3,120 man-hours with a 2,880 man-hour option for the first year or base year and four (4) Option Years at 6,000 man-hours per year, totaling 30,000 man-hours for the contract. For proposal preparation and evaluation

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purposes, and based on projected future workload the Government projects that its needs for the base year and each of the four (4) option years will necessitate personnel capability substantially as follows:

LABOR CATEGORIES	TOTAL Man-Hours
Senior Engineer-	1,630
General Engineer	660
Software Engineer	840
Mechanical Engineer	740
Computer Engineer	620
Electrical Engineer	380
Manufacturing Systems Engineer	80
Program Manager	370
<u>Technician</u>	<u>680</u>
Total	6,000

b. The offeror shall propose the same labor skill mix and corresponding number of hours for the base year and each of the four option years.

c. Assume that the estimated 6,000 hours in each year, and the Job Categories, will be evenly spread across the 12 months of each of the base year and 4 option years periods.

d. Tracking the Cost Area Proposal with Personnel Element proposal under the Technical Area. The offeror shall ensure that the Cost proposal hours, in each of the base and option years, track with the breakdown of hours, by (a) Labor Categories, and (b) performance of hours by the prime or individually identified subcontractors, as proposed by the offeror under the Personnel Element of the Technical Area.

L.3.7.1 Deviation from Assumptions. The offeror must propose consistent with the assumptions of L.3.7 (a) (b) (c) and (d). With the exception of the estimated 6,000 hours, against which all offerors must propose, the offeror may deviate from the assumptions identified in L.3.7.(a) with respect to the Labor Categories proposed, and the hours per Labor Category. However, the offeror must provide substantiating rationale under the Personnel Element of the Technical Area, which supports that the proposed deviations will meet contract requirements and otherwise generally satisfy the above assumptions.

L.3.8 Presentation of Cost Information: The offeror shall submit a separate cost element breakdown in support of the proposed cost and fee for Contract Line Item Number (CLIN) 0001, including all options. Each such breakdown shall use the format described below to support each element of cost. The cost breakdown must be consistent with the offeror's cost accounting system.

L.3.8.1 Subcontracts: (Note: The Subcontract proposals shall be consistent with the offeror's Personnel Element proposal under the Technical Area). If there are any high dollar subcontractors, those whose total price is expected to be greater than \$500,000 for effort related to this contract as a whole, or for subcontractor's proposals which represent deliverable hours against the 6,000 hours per year of deliverable technical effort, the offeror shall provide cost information from the subcontractor equivalent to that required of the offeror. Any such subcontractor cost information must be segregated by CLIN, same as required of the offeror's cost breakdowns. The offeror shall also furnish its evaluation of the subcontractor's submission, and rationale for determining that the subcontract price is reasonable and realistic. If the prospective subcontractor is unwilling to provide such information to the offeror, the data may be submitted directly to the PCO. The same kind of cost information shall be provided for inter-organizational transfers, regardless of dollar value, except the offeror need not provide its evaluation of such cost data. For lower dollar subcontracts the offeror shall provide a narrative that provides the following:

- a. Description of the subcontract effort
- b. Anticipated subcontractor
- c. Estimated subcontract price pertaining to the applicable CLIN
- d. Indicate whether the subcontracted activity is sole-source, competitive, and/or commercial.
- e. Explain why the proposed subcontract amount is realistic and reasonable.

L.3.8.2 Material Costs: The offeror shall provide a material cost estimate of \$300,000.00, in accordance with the assumption of paragraph L.3.3.1, for each year of the proposed contract.

L.3.8.3 Travel Costs: Base your proposed costs for travel in accordance with the contract baseline assumptions of L.3.3.2, and include with your travel estimate, the number of trips, destination, number of people traveling per trip. The offeror shall propose its travel per diem costs in accordance with the Joint Travel Regulations (JTR).

L.3.8.4 Direct Labor: Consistent with the offeror's Personnel Element proposal under the Technical Area, provide a breakdown of the labor categories by appropriate labor classifications (Job Titles). Explanations should be given, covering any contingencies included in the estimated hours. The breakdown shall segregate and include subcontracted effort. Show the total proposed direct labor costs. This should be a time-phased breakdown of labor hours and cost by appropriate major labor categories. Show the direct labor rates used in the

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time-phased breakdown, by labor category. Fully explain the basis of the proposed direct labor rates and any escalation used.

L.3.8.5 Indirect Costs: The offeror shall comprehensively describe the method of computation, whether based on experience and/or projected rates. Show the proposed amounts for labor burden by category, for example FICA, SUI, FUI, pension, thrift, vacation, holiday, sick leave, etc. The proposed material overhead, if appropriate, should be shown separately. For General and Administrative (G&A) costs, show the proposed allocation base and proposed G&A amount. If the award of this Contract will have a significant impact upon the offeror's business volume, the effects of those changes upon the pool and bases are to be identified and discussed.

L.3.8.6 Other Costs: Identify each of these costs separately and provide supporting details for each one. (E.g., computer and Phase-in costs). These other costs shall be narratively described and broken down in sufficient detail to enable Government evaluators to accurately identify and categorize all such costs.

L.3.8.7 Fee: The offeror shall provide rationale for the proposed fee.

L.3.8.8 Contingencies: The proposal shall clearly segregate all contingencies that are included in the proposal.

L.3.9 Required Direct Charge Labor Hours - All effort under this contract shall be performed only to the extent authorized by PCO approved work directives. Therefore, to enable effective control of this effort via work directive, all professional/technical labor categories shall be proposed as a direct charge.

L.3.10 Charging of Clerical/Secretarial and Non-managerial Administrative Hours - Should the offeror proposed clerical/secretarial/non-managerial administrative hours as a direct cost, these hours shall be proposed in addition to the basic effort. (For example, if a proposal includes 100 hours of direct charge clerical, the total proposed basic effort should be 6,100 hours). The offeror shall clearly identify and separately price all clerical secretarial and non-managerial administrative labor hours proposed as a direct charge. This requirement is also applicable to the options.

L.3.11 Options - Consistent with the assumption of L.3.7.(b) above, the Offeror shall price each year separately, 6,000 hours per year, for the base and each of four options years.

L.3.12 Contractor's Accounting System: The offerors are to provide evidence that their accounting system is capable of tracing and segregating cost data in sufficient detail to administer a cost reimbursement-type contract. This evidence may include a letter from either DCMC or DCAA stating that the offeror has an acceptable accounting system for this type of contract. In those cases where the offeror does not currently have a DCMAO or DCAA approved accounting system, the offeror shall describe what action it has taken or intends to take to obtain DCMAO or DCAA approval of its accounting system prior to Contract award.

L.3.13 Composite Rate Development:

The offeror shall propose an average composite hourly rate for Cost and Fee for each of the five (5) years of 6,000 man-hours per year up to a total 30,000 hours, on a cost reimbursement basis. These composite hourly rates will be incorporated in H.3.2 by year and used to Exercise the Options for man-hours under the contract in accordance with paragraph H.3. The consideration of costs in the development of the composite rate shall be in accordance with the guidelines provided under L.3 Cost Area, of this solicitation.

L.3.13.1 Composite Hourly Rate for Estimated Cost:

In computing the composite hourly rates for Estimated Cost, the offeror shall add up all of the costs for the proposed effort which may include, the total Direct Labor costs proposed (including subcontractor costs and hours); with all indirect rates applied; all Travel, Material costs and all Other Direct Costs for each year. The offeror shall then divide the total dollar amount of Estimated Cost per year, as calculated above, by the total hours per year (6,000), to calculate the average composite hourly rate for Estimated Cost for the base year and each of the 4 option years. The offeror shall detail any escalation factor applied against the option year hours.

L.3.13.1 Composite Hourly Rate for Fixed Fee:

To calculate the the composite hourly rate for Fixed Fee, the Offeror would divide the total proposed amount of Fixed Fee for each year, by the number of man-hours per year (6,000) to come up with the average composite hourly rate for Fixed Fee.

L.4 Small Business Participation (SBP) Area:

This provision applies to every offeror (U.S. and non-U.S.), regardless of size status or location of its manufacturing facility or headquarters.

a. All offerors, including offerors who are either (1) themselves U.S. Small Business Concerns based on the NAICS code assigned to this requirement or (2) non-U.S. based foreign firms, are to identify the extent to which U.S. Small Business Concerns would be utilized as first tier subcontractors in the performance of the proposed contract, as shown in the SAMPLE, below. U.S. Small Business Concerns are defined (1) in FAR 19.001 and (2) by the criteria and size standards in FAR 19.102 for the applicable North

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American Industry Classification System code. U.S. Small Business Concerns include Small Businesses (SBs); Small Disadvantaged Businesses (SDBs); HUBZone Small Businesses (HUBZone SBs); Woman-Owned Small Businesses (WOSBs); Veteran-Owned Small Businesses (VOSBs); Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Historically Black Colleges/Universities and Minority Institutions (HBCU/MIs).

SAMPLE:

BASE YEAR		
BUSINESS CATEGORY	Dollar Amount (all SubKs)*	Percentage of SB Participation
Total Subcontracting (LB+SB)	\$43M*	100%
SB	\$10.0M	23.25% (\$10M of \$43M)
SDB	\$ 2.1M	5.00% (\$2.15M of \$43M)
WOSB	\$ 2.36M	5.50% (\$2.36M of \$43M)
HUBZone SB	\$ 1.0M	2.32% (\$1.0M of \$43M)
HBCU/MI	\$ 0.1M	0.35% (\$0.35% of \$43M)
VOSB	\$ 0.0M	0.0% (0.0% of \$43M)
SDVOSB	\$0.0M	0.0% (0.0%of \$43M)

*Includes 1st tier subcontractors only; Interdivisional transfers are considered subcontracts; includes prime offeror participation if the prime is a U.S. Small Business Concern.

b. All offerors, regardless of size and whether the offeror is a U.S. or non-U.S. firm, are to provide (individually for each base year and for each option/out year (if any), the names of Small Business Concerns (including the prime offeror if a Small Business Concerns) who would participate in the proposed contract; the Small Business classification of each Small Business Concern (i.e. SB, SDB, WOSB, VOSB, SDVOSB, HUBZone SB, and/or HBCU/MI); a short description of the specific work to be performed by each Small Business Concern; and the estimated total dollars for such work. This data shall be provided in a table format substantially as follows:

Base Year			
Name of Small Business Concern	Small Business Classification(s)	Description of Works	Total Dollars
ABC Co.	SB	Software testing	\$0.50M
ABC Co.	SB	Training services	\$0.75M
EFG Inc.	SB, WOSB, VOSB	Training manuals	\$1.20M
(Prime Offeror)			

c. As defined below, offerors shall also provide the following:

(1) Offerors who ARE either (1) a U.S. Large Business, as defined by the North American Industry Classification System code applicable to this solicitation (541710), or (2) a firm who has previously performed a Contract containing FAR 52.219-9, are to provide a description of their performance in complying with the requirements of FAR 52.219-9, including documentation of their accomplishment of the goals established under Subcontracting Plans of prior contracts. This data shall include contracts performed over the last three (3) calendar years. Firms which have never held a contract incorporating FAR 52.219-9 shall so state.

(2) All offerors who ARE NOT either (1) a U.S. Large Business, as defined by the North American Industry Classification System code applicable to this solicitation, or (2) any firm who has previously performed a Contract containing FAR 52.219-9, shall substantiate their proposed approach to meeting the requirements of FAR 52.219-8. Substantiation may include providing (1) a description of the offeror's performance, over the past three calendar years, in complying with the requirements of FAR 52.219-8 (Note: if the offeror has not performed a contract, over the past three years, which included FAR 52.219-8, the offeror shall so state); (2) a description and available documentation of any methods or techniques used to promote Small Business participation; (3) any listings of U.S. Small Business Concerns who are subcontracting candidates; (4) the internal procedures used to monitor Small Business participation during contract performance, and/or (5) any other information substantiating that the offeror will satisfy the requirements of FAR 52.219-8.

L.5 Certifications/ Representations Area: In this area offerors will provide:

- a. The Standard Form 33 (SF 33) cover page signed by a person authorized to sign proposals on behalf of the offeror. Include completed fill-ins of SF 33 blocks 12, 13, 15A, 15B, 16, 17, and 18.
- b. This solicitation, Sections A through K, with all fill-ins completed.
- c. A list of any exceptions the offeror takes to any term, condition or requirement contained in the solicitation and the basis for each exception. Offerors are cautioned to consult with the contracting officer before submitting an offer that takes exception to any term or condition of this RFP.

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-07-R-0671 MOD/AMD 0005	Page 9 of 9
Name of Offeror or Contractor:		

*** END OF NARRATIVE L0001 ***